

Instructions to Offerors—Submission of Offers Under the Multiple Award Schedule (MAS) Express Program

The Administrator of the General Services Administration (GSA) made a commitment to industry that GSA would award Multiple Award Schedule (MAS) contracts within 30 days. In order to comply with the Administrator's directive, GSA has implemented the "Multiple Award Schedule (MAS) Express Program." The primary goal of the MAS Express Program is to simplify and streamline the process for new Offerors to obtain MAS contracts.

Under the MAS Program, GSA establishes long-term Governmentwide indefinite delivery, indefinite quantity (IDIQ) contracts with responsible commercial firms to provide customers with access to a wide variety of supplies (products) and services.

Participation in the MAS Express Program is open to all business concerns, regardless of size. At the present time, offers accepted under the MAS Express Program are **limited to a total of 500 products/line items under the following Multiple Award Schedule Special Item Numbers (SINs):**

Schedule Number and Title	Special Item Numbers (SINs)
70 General Purpose Commercial Information Technology Equipment, Software, and Services	<p>132-8 Purchase of Equipment (IT and Telecommunications Hardware)</p> <p>132-12 Maintenance of Equipment, Repair Service, and Repair Parts/Spare Parts</p> <p><i>Note:</i> Vendors offering for Purchase of Equipment (SIN 132-8) are required to provide maintenance service and/or repair service and repair parts (SIN 132-12), in accordance with normal industry practices, for the type of equipment offered.</p>
67 Photographic Equipment—Cameras, Photographic Printers and Related Supplies and Services (Digital and Film-Based)	<p>19-1 Film, Paper, Chemicals, and Related Equipment for Photographic and Radiographic Applications</p> <p>20-130 Photographic Laboratory Systems</p> <p>20-316 Cameras and Accessories</p> <p>20-320 Photographic Digital Technologies</p> <p>262-53 Product Support for Photographic Products and Services</p>
78 Sports, Promotional, Outdoor, Recreational, Trophies, and Signs (SPORTS)	<p><i>Sports and More</i></p> <p>192-02 Sporting Goods Equipment and Supplies</p> <p>192-08 Fitness Equipment</p> <p>192-09 Turfs, Greens, and Sports Floors</p> <p>192-19 Poolside—Includes Swimming Pool Equipment and Supplies</p> <p>192-41 Sounds of Music—Musical Instruments, Accessories, and Spare Parts</p> <p>192-42 Child's Play—Toys, Preschool Aids, Games, Crafts, and Hobbies</p> <p>192-45 Sports Clothing and Accessories</p>

Schedule Number and Title	Special Item Numbers (SINs)
78 Sports, Promotional, Outdoor, Recreational, Trophies, and Signs (SPORTS) (<i>continued</i>)	<p>192-99 Introduction of New Services/Products related to Athletic Clothing, Recreational Equipment, and Musical Instruments</p> <p><i>Fun in the Great Outdoors, Including Park and Outdoor Recreational Equipment</i></p> <p>192-33 A Camping and Hiking Equipment</p> <p>192-37 B* Park and Recreational Tables, Benches, Outdoor Pool and Patio Furniture and Bleachers, including Replacement Parts <i>*Set Aside for Small Business Concerns</i></p> <p>192-37 I Park and Playground Equipment</p> <p>192-99 A Introduction of New Services/Products related to Park and Outdoor Recreational Equipment, and Wheel and Track Vehicles</p> <p>251-1 Wheel and Track Vehicles</p> <p>251-6 Utility Vehicles, Unlicensed, Off-Road, Automotive Design</p> <p>251-13 Mobile Homes, Travel Trailers with Ancillary Services (<i>excludes construction</i>)</p> <p>251-22 Recreational Watercraft</p> <p><i>Signs and Safety Zone Products</i></p> <p>366-11 Signs</p> <p>366-12 Safety Zone Products</p> <p>366-90 Ancillary Services related to Signs and Safety Zone Products (<i>excludes construction</i>)</p> <p>366-99 Introduction of New Services/Products related to Signs and Safety Products</p> <p><i>Trophies, Awards, Presentations, Promotional Products, and Briefcases/Carrying Cases</i></p> <p>366-22 Trade Show Displays, Exhibit Systems, and Related Products and Ancillary Services</p> <p>366-23 Flags, Banners, Pennants, and Related Products</p> <p>402-5* Awards, Plaques, Trophies, Ribbons, Medals, Lapel Pins, Badges, Buttons and Patches, and Related Products <i>*Set Aside for Small Business Concerns</i></p> <p>402-7 Pens and Writing Instruments; Rulers; Tape Measures; Magnets; Stress Indicators; Key Tags; Key Rings; Luggage Tags; Pocket Tools; Ice Scrapers; Mugs, Glassware, Plates and Bowls Suitable for Engraving; Imprintable Planners; Portfolios; Calculators; Briefcases, Carrying Cases, Bags, and Accessories; Computer Accessories, including Mouse Pads, Wrist Rests, and Related Products</p>

Schedule Number and Title	Special Item Numbers (SINs)
78 Sports, Promotional, Outdoor, Recreational, Trophies, and Signs (SPORTS) (<i>continued</i>)	402-99 Introduction of New Services/Products related to Trophies, Awards, Presentations, Promotional Products, and Briefcases/Carrying Cases
58 I Professional Audio/Video, Telecommunications, and Security Solutions	58-1 Recording and Reproducing Video and Audio Equipment, Including Spare and Repair Parts, and Accessories
81 I B Shipping, Packaging, and Packing Supplies	617-1 Bags and Sacks; Shipping Paper; Closed Cell Plastic Film; Reinforced, Cushioned, and Barrier Material 617-2 Bottles, Jars, Boxes, Cartons, Crates, Containers, and Metal Drums 617-3 Wrapping and Strapping Materials 617-4 Packaging and Packing Bulk Materials 617-5 Performance Oriented Packaging (POP)—Plastic Overpack and Hazardous Material Packaging 617-7 Aluminum Foil 617-8 New Technology (New or improved product directly related to items under this Schedule) 617-11 Maintenance, Repair, and Modification of Containers 617-12 Pallets, Plastic and Wood

Through the use of a centralized Schedule Program Express Evaluation Desk (SPEED Desk), GSA intends to standardize and expedite the initial review and qualification of offers. Upon completion of its initial review and qualification of an offer, the SPEED Desk will immediately notify the Offeror as to whether the offer meets the minimum criteria for consideration under the MAS Express Program and, if not, the options available to the Offeror. By expediting this turnaround time for the initial review and qualification of an offer, as well as providing the Offeror with rapid feedback, the overall time required to review, evaluate, negotiate, and award an MAS contract should be greatly reduced.

Offerors are advised that meeting the minimum criteria for the MAS Express Program does not guarantee the award of an MAS contract. Although the criteria identified in these Instructions to Offerors supersede any *corresponding* requirements in individual solicitations, offers that qualify for the MAS Express Program must still meet all *additional* criteria identified in the applicable Schedule solicitation.

IMPORTANT: Offerors must submit an original and one copy of their entire offers, as well as two copies of the completed **Multiple Award Schedule (MAS) Express Program Vendor Checklist (Attachment 1)**. The Checklist should clearly—

- Indicate "Yes," "No," or "N/A" (not applicable) responses for all items and, where requested, the location of an item in the offer;
- Identify all offered SINs;
- Affirm that the Offeror takes no exceptions to the terms and conditions of the solicitation; and
- Indicate that the Offeror has addressed all of the applicable evaluation criteria in the Vendor Checklist in the affirmative, with the exception of the current ratio and the approved subcontracting plan, which require no response.

The Vendor Checklist will be used by the SPEED Desk to complete its initial review and qualification of all offers submitted under the MAS Express Program.

Basic Requirement—Excluded Parties List System (EPLS)

The [Excluded Parties List System \(EPLS\)](http://www.epls.gov) is a central registry that contains information regarding entities debarred, suspended, proposed for debarment, excluded, or otherwise declared ineligible from receiving Federal contracts. Access to the EPLS is available at <http://www.epls.gov>. An Offeror that appears in EPLS is **not** eligible for award of an MAS contract.

Core Criteria

The "Core Criteria" for the Express Program are identified below:

- The Offeror has been in business for at least two years.
- The Offeror has a minimum of \$100,000 in cumulative sales over the last two years.

Submission with Offer: The Offeror should submit sufficient documentation to support an affirmative response that it has a minimum of \$100,000 in cumulative sales (commercial and/or Federal) during the preceding two years. Such documentation may include, but is not limited to, financial statements and invoices.

- The Offeror has minimum current ratio of 1.5, based upon the Offeror's most current year's financial statement (income and balance sheets).

The current ratio is calculated by dividing the Offeror's current assets by its current liabilities.

- The Offeror has positive and/or neutral ratings on all elements on its Open Ratings Past Performance Evaluation Report.

Under an Open Ratings Past Performance Evaluation, Open Ratings, a Dun & Bradstreet (D&B) Company, conducts an independent audit of customer references and calculates a rating based upon a statistical analysis of various performance data and survey responses. While some solicitations do contain the form to request an Open Ratings Past Performance Evaluation, the Offeror may request the evaluation directly from Open Ratings by placing an order online at www.ppereports.com.

Submission with Offer: The Offeror must submit two copies of its application for an Open Ratings Past Performance Evaluation, along with two *color* copies of the Open Ratings Past Performance Evaluation Report. Open Ratings requests that customers provide 20 references in order to ensure that sufficient responses are received to successfully generate a report. Under the MAS Express Program, the Offer must submit a sufficient number of references in its application *to ensure that Open Ratings receives responses from at least four references*. The Open Ratings Past Performance Evaluation Report is valid for one year from the date of issuance.

In order to be considered for the MAS Express Program, the Offeror must meet **all** core criteria. If one or more of the core criteria are not met, the offer will **not** meet the minimum criteria for the MAS Express Program. The SPEED Desk will then reject the offer and return it to the Offeror, with an explanation as to the deficient core criteria. Such action does not preclude the Offeror from submitting its offer to the applicable Acquisition Center/Office for *standard offer processing*. In order to facilitate any subsequent submission for *standard offer processing*, the SPEED Desk will also identify any deficiencies noted in the secondary criteria, so that the Offeror can address those deficiencies prior to submission to the appropriate Acquisition Center/Office.

Secondary Criteria

The "Secondary Criteria" for the Express Program are identified below:

- The Offeror has registered in the [Central Contractor Registration \(CCR\)](#) database, and the CCR registration is up-to-date. The CCR collects, validates, stores, and disseminates data in support

of agency acquisition missions. The Offeror must be registered in the CCR prior to the award of a Schedule contract. Access to the CCR is available at <http://www.ccr.gov>.

Note: In order to register in the CCR database, the Offeror must have a [Data Universal Numbering System \(DUNS\) Number](#). The DUNS Number is a unique nine character identification number provided by Dun & Bradstreet. The DUNS website at <http://fedgov.dnb.com/webform> contains information for the Offeror to obtain a DUNS Number by telephone or via the Internet.

- The Offeror has completed its [Online Representations and Certifications Application \(ORCA\)](#). ORCA was developed as an Integrated Acquisition Environment (IAE) E-Government initiative designed to reduce the administrative burden on Offerors to submit the same paper-based representations and certifications repeatedly for various solicitations. As of January 1, 2005, Federal Acquisition Regulation (FAR) 4.12 requires prospective contractors to complete electronic annual representations and certifications via the ORCA website at <https://orca.bpn.gov>, and to update the representations and certifications as necessary, but at least annually to ensure they are kept current, accurate, and complete.
- The Offeror has **only** offered Special Item Numbers (SINs) that have been approved for the MAS Express Program—see preceding table—and the offered SINs are identified in the Vendor Checklist.
- The Offeror has completed the "Pathway to Success" education seminar, by attending either a "live" presentation or completing the web based presentation posted on the [Vendor Support Center \(VSC\)](#) under the "Vendor Training" tab. Access to the VSC is available at <http://vsc.gsa.gov>. Pathway to Success is designed to assist prospective MAS contractors in making an informed decision as to whether obtaining an MAS contract is right for them. The presentation provides background information on the MAS Program, as well as GSA's expectations for an Offeror to become a successful MAS contractor, and information regarding how to compete and succeed in the Federal marketplace. Other topics of discussion include how to develop an MAS-specific business plan, and how to submit a quality offer.

Submission with Offer: At the completion of the Pathway to Success education seminar, the Offeror will receive a certificate. Two copies of the certificate must be submitted with the offer. The Pathway to Success Certificate is valid for one year from completion of the education seminar; i.e., the Offeror must submit its offer within the one-year period during which the certificate is valid. If the offer is not submitted during this one-year period, the Offeror must complete a new Pathway to Success education seminar in order to be eligible to participate under the MAS Express Program. The employee who completed Pathway to Success must still be employed by the Offeror at the time of offer submission.

- The Offeror has submitted two copies of a signed, completed Standard Form (SF) 1449, Solicitation/Contract/Order for Commercial Items, under the most recent solicitation refresh.
- The Offeror has completed all fill-in clauses/provisions.

Fill-in clauses/provisions include, but are not limited to—

- Scope of Contract;
 - Ordering Information;
 - Contact for Contract Administration;
 - Contractor's Remittance (Payment) Address;
 - Authorized Negotiators; and
 - Place of Performance.
- The Offeror has submitted two copies of its current commercial pricelist/catalog (dated and printed in hard copy) and/or established pricing accompanied by invoices or other documentation to substantiate proposed pricing.

- The Offeror has submitted two copies of its completed Commercial Sales Practices Format (CSP).

The instructions for submission of the Commercial Sales Practices Format, along with the actual document, are included in the solicitation. *The Offeror is strongly advised to thoroughly review the Commercial Sales Practices Format and corresponding instructions in the applicable solicitation, in order to fully respond to all solicitation requirements.* Further information regarding the submission of discounts, concessions, and pricing policies is contained in General Services Administration Acquisition Regulation (GSAR) clause [552.212-70, Preparation of Offer \(Multiple Award Schedule\)](#).

- The Offeror has proposed items that are within the scope of the identified Schedule Special Item Numbers (SINs).

Note: For an item to be "within the scope" means that the proposed item falls within the generic description of the Special Item Number identified in the Schedule solicitation. The Offeror is advised that a final determination as to whether the items offered are within the scope of the Schedule solicitation SINs will be made, at a subsequent date, by the appropriate Acquisition Center/Office.

- The Offeror has submitted two *color* copies of the report from Open Ratings indicating the results of its Past Performance Evaluation.
- The Offeror has submitted two copies of at least one year of its **most current** financial statement (income and balance sheets).
- The Offeror has proposed 500 or fewer products/line items *and has numbered its products/line items in order to facilitate the SPEED Desk review of this criteria.*
- The Offeror, if other than the manufacturer, has submitted two copies of the manufacturers' pricelists.
- The Offeror, if other than the manufacturer, has submitted two copies of Letters of Supply—**using the required template** (Attachment 2)—for each manufacturer whose products are offered. The required template must constitute the *first page* of the Letter of Supply and is, in itself, sufficient to meet the criteria. Suppliers may, at their discretion, include additional language in their Letters of Supply, *provided that* such language does not contradict any statement in the template.
- The Offeror has proposed equal to or better than most favored customer pricing.
- The Offeror has taken **no exceptions** to the terms and conditions of the solicitation.

In addition to checking the appropriate box, the Offeror is required to insert the company name and initial the affirmative statement at the bottom of the second page of the Vendor Checklist (Attachment 1).

- The Offeror, if a large business concern, has submitted a complete subcontracting plan.

In accordance with [Federal Acquisition Regulation \(FAR\) 19.702\(a\)\(1\)](#) and [General Services Administration Acquisition Manual \(GSAM\) 519.705-2\(a\)](#), a small business subcontracting plan is required from a large business concern whose estimated dollar value of the proposed Schedule contract, *including options*, is expected to exceed \$550,000. The specific [requirements of a subcontracting plan](#) are identified in FAR 19.704.

Attachment 3, GSA Subcontracting Goals (How to do the math calculations), is provided to assist the Offeror in computing the dollars and percentages to be subcontracted to each category of business concern.

- The Offeror has inserted the company name and initialed the statement confirming that the Offeror has addressed all of the applicable evaluation criteria indicated on the Vendor Checklist in the affirmative, with the exception of a successful financial review and approval of a subcontracting plan.

As noted above, if all of the core criteria are met, the Offeror qualifies for the MAS Express Program. If, however, one or more of the secondary criteria are deficient, the SPEED Desk will reject the offer and return it to the Offeror, with an explanation as to the deficient secondary criteria. This rejection does **not** preclude the Offeror from resubmitting the offer for consideration under the MAS Express Program, once all identified deficiencies have been addressed.

IMPORTANT: Offerors qualifying for the MAS Express Program are advised that their offers will undergo further evaluation in the appropriate Acquisition Center/Office. GSA may, at any time, request additional information in order ensure that all solicitation requirements have been addressed. Such requested information may include additional pricing/discount information in order for GSA to make a price reasonableness determination. Offerors are also advised that their proposals may still be subject to negotiation, and may be rejected and returned at any time during the evaluation process.

SUBMISSION OF OFFERS: Offers submitted under the MAS Express Program should be sent to the following address:

U.S. General Services Administration
Attention: "SPEED"
230 S. Dearborn Street, Room 3486
Chicago, IL 60604

For questions regarding a particular Schedule solicitation, Offerors are advised to contact the points of contact listed for the specific solicitation in FedBizOpps or in the actual solicitation document. For questions specifically related to the MAS Express Program, Offerors are advised to contact the SPEED Desk on (312) 886-8897.

Attachment 1: Multiple Award Schedule (MAS) Express Program Vendor Checklist

Please check only one: ☐Large Business ☐Small Business

Please check one or both (as applicable): ☐Manufacturer ☐Dealer

Disqualification

Location In Offer
(Page Number and/or
Attachment Number)

Offeror:

Does Not Appear on the Excluded Parties List System (EPLS) (If the Offeror does not appear, this should be answered as “Yes”) ☐Yes ☐No

Core Criteria

Offeror:

Has Been in Business for at Least Two Years	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____
Has a Minimum of \$100,000 in Cumulative Sales Over the Last Two Years	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____
Has a Minimum Current Ratio of 1.5 Based on Most Current Year’s Financial Statement	-----	_____
Has Positive and/or Neutral Ratings on <u>ALL</u> Open Ratings Past Performance Evaluation Report Elements	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____

Secondary Criteria

Offeror:

Has Registered <u>and</u> Registration is Up-to-Date in the Central Contractor Registration (CCR)	<input type="checkbox"/> Yes <input type="checkbox"/> No
Has Completed Online Representations and Certifications Application (ORCA)	<input type="checkbox"/> Yes <input type="checkbox"/> No
Has Offered Approved SINs	<input type="checkbox"/> Yes <input type="checkbox"/> No
Please Identify Offered SINs	

Secondary Criteria (continued)

Location In Offer
(Page Number and/or
Attachment Number)

Has Completed the "Pathway to Success" and Included Certificate	<input type="checkbox"/> Yes <input type="checkbox"/> No		_____
Has Submitted a Signed SF1449 Under the Most Recent Solicitation Refresh	<input type="checkbox"/> Yes <input type="checkbox"/> No		_____
Has Completed All Required Fill-In Clauses	<input type="checkbox"/> Yes <input type="checkbox"/> No		_____
Has a Current Commercial Pricelist/Catalog (dated and printed in hard copy) and/or Established Pricing Accompanied by Invoices or Other Documentation to Substantiate Proposed Pricing	<input type="checkbox"/> Yes <input type="checkbox"/> No		_____
Has Submitted a Complete Commercial Sales Practices Format (CSP)	<input type="checkbox"/> Yes <input type="checkbox"/> No		_____
Has Offered Items that are Within the Scope of the Proposed Schedule/SINs	<input type="checkbox"/> Yes <input type="checkbox"/> No		_____
Has Submitted Open Ratings Past Performance Evaluation Report Results	<input type="checkbox"/> Yes <input type="checkbox"/> No		_____
Has Submitted at Least One Year of <u>Most Current</u> Financial Statement (Income and Balance Sheets)	<input type="checkbox"/> Yes <input type="checkbox"/> No		_____
Has Proposed 500 or Fewer Products/Line Items	<input type="checkbox"/> Yes <input type="checkbox"/> No		_____
Has Submitted Manufacturers' Pricelists (if applicable)	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> N/A	_____
Has Submitted Letters of Supply Using Required Template	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> N/A	_____
Has Offered Equal To or Better Than Most Favored Customer Pricing	<input type="checkbox"/> Yes <input type="checkbox"/> No		_____
Has Taken No Exceptions to the Terms and Conditions of the Solicitation	<input type="checkbox"/> Yes <input type="checkbox"/> No		_____
Has Submitted a Complete Subcontracting Plan (if Offeror is a large business)	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> N/A	_____
Has Approved Subcontracting Plan (if Offeror is a large business)	-----		

[Offeror Name] takes no exceptions to the Terms and Conditions of this solicitation.

_____ [Initial]

[Offeror Name] has addressed all of the applicable evaluation criteria in the affirmative.
Please note that the current ratio and approved subcontracting plan require no response.

_____ [Initial]

Attachment 2: Letter of Supply Template

[Submitted on Supplier Letterhead]

[Supplier Name]
[Supplier Point of Contact (POC)]
[Address]

Re: Letter of Supply

Dear [Offeror POC],

This Letter of Supply is in reference to the offer that [Offeror Name] submitted in response to the General Services Administration's Solicitation [Solicitation Number].

In the event that [Offeror Name] is awarded a Multiple Award Schedule (MAS) contract under the aforementioned solicitation number, [Supplier Name] can guarantee an uninterrupted source of supply, with sufficient quantities of product, for the duration of the base contract period.

[Supplier Name] understands that all products and services that are offered on MAS contracts must be compliant with the Trade Agreements Act (TAA) (19 U.S.C. 2501, *et seq.*) As such, all products supplied by [Supplier Name] to [Offeror Name] will be TAA compliant. You will be notified immediately upon discovery of any changes in the Country of Origin of supplied products.

The person whose signature appears below is authorized to make the commitments noted above.

Sincerely,

[Signed by a company official authorized to make the commitment]

**The above is a mandatory template and will constitute the first page of the Letter of Supply. Although the content of the template is sufficient, Suppliers may attach additional verbiage in subsequent pages as long as the verbiage does not contradict the statements made above.*

**Please note that "Supplier" name is synonymous with "Manufacturer" and/or "Distributor."*

Attachment 3: GSA SUBCONTRACTING GOALS

(How to do the math calculations)

- **Goals** must be stated in both dollars (\$) and percentages (%).
- The **contractor** must state the estimated **total subcontracting dollars** planned to be subcontracted to all types of business concerns, then state separately the **total dollars that will be subcontracted to each category (large business, small business, HUBZone small business, small disadvantaged business (SDB), women-owned small business (WOSB), veteran-owned small business (VOSB), and service-disabled veteran-owned small business (SDVOSB) concerns)**.
- The **Small business dollar amount** must include all subgroup category amounts; i.e., HUBZone, SDB, WOSB, VOSB, SDVOSB (plus any "other small" businesses that do not fall within one of these specified subgroups).
- The **dollar amounts** planned for subcontracting to Small, HUBZone, SDB, WOSB, VOSB, and SDVOSB concerns must be expressed in the subcontracting plan as **percentages of the total subcontracting dollars to all concerns**. ***Only the large plus all small should equal the total.**

The Dollars shown below are only examples; however, the percentages shown are the actual GSA goals for FY 2006 and 2007. (To review prime or subcontract goals online, visit the SBA website at www.sba.gov/GC/goals and select the appropriate fiscal year link.)

	<u>Dollars</u>	<u>Percentage</u>
Total dollars to be subcontracted (to both Large and Small Businesses)	\$100,000	100%
To Large Businesses	\$ 63,000	*63%
To all Small Businesses (includes HUBZone Small, Small Disadvantaged, Women-Owned Small, Veteran-Owned Small, Service-Disabled Veteran-Owned Small, and Other Small Business Concerns)	\$ 37,000	*37%
To HUBZone Small Businesses	\$ 3,000	3%
To Small Disadvantaged Businesses	\$ 6,000	6%
To Women-Owned Small Businesses	\$ 5,000	5%
To Veteran-Owned Small Businesses (includes SDVOSB below in this total)	\$ 5,000	5%
To Service-Disabled Veteran-Owned Small Businesses	\$ 3,000	3%

NOTE: The total \$37,000 to **all Small** businesses already **includes** each subgroup (HUBZone, SDB, WOSB, VOSB, and SDVOSB), plus other small businesses that are only small and do not fall into a specified category. Do **not** add together subgroups to reach the total Small figure, as the same dollars can be double and triple counted for each group as applicable to the company receiving the order.